DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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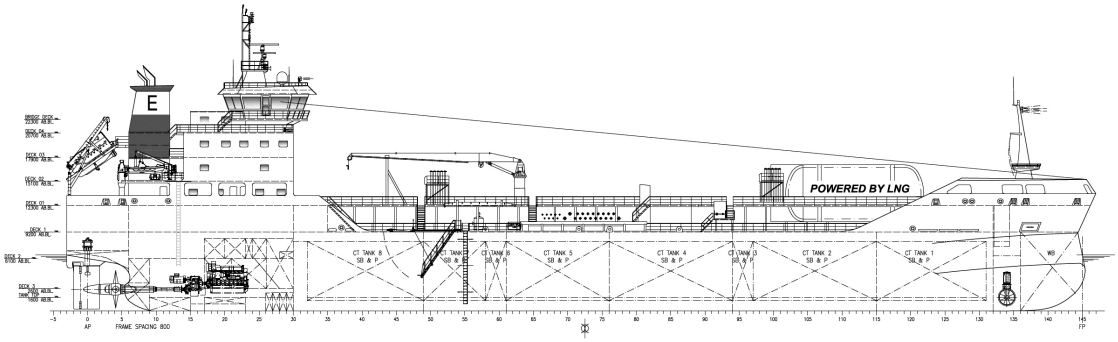
John T. Essberger signs contract for 4 up to 8 chemical tankers



The 6,600 dwt stainless-steel IMO Type II tanker features dual-fuel LNG propulsion, certified Finnish/ Swedish 1A ice class and improved energy-efficient hulls

With the Covid-19 pandemic diminishing and travel opportunities opening, a delegation of the John T. Essberger group was finally able to travel to East Asia to sign final agreements with China Merchants Jinling Shipyard Dingheng to build four 6,600 dwt stainless-steel parcel tankers with options for an additional four vessels. Participating in the signing ceremony on 11 May 2021 were Dr Michael Triskatis, CFO of the group, Jan Eghoej, MD of John T. Essberger, and Johan Isaksen, Director of Essberger Ship Management.

The stainless-steel tankers, IMO Type II, will all have dual-fuel LNG propulsion and certified Finnish/ Swedish 1A ice class. They are designed to meet Essberger's high quality standards and compliance with known future environmental requirements. The new vessels will be optimised in terms of hull design and equipment, resulting in a significantly improved energy efficiency of at least 30 per cent and the ability of using shore power connection during cargo operations. "With this significant investment in the future, our owners have shown their commitment and determination to deliver on their promise to offer our valued customers a long-term high-quality service with a greener footprint on competitive conditions," says Jan Eghoej. The newbuildings are expected to be delivered from mid-2023 and will be operated by E&S Tankers to initiate the fleet renewal, which demonstrates full commitment to the European short-sea chemical market.

The newbuilding project is being subsidised by the German Federal Ministry of Transport and Digital Infrastructure as part of the implementation of the German government's Mobility and Fuel Strategy (MKS) with a total of EUR 1.58 million per vessel. The project is coordinated by Nationale Organisation Wasserstoff und Brennstoffzellen GmbH (NOW). The Essberger tanker fleet currently consists of 31 parcel chemical tankers operating in the Baltic, northwestern Europe and the Mediterranean Sea. Three older and smaller tankers, the "Alcedo", "Ardea" and the "Dutch Faith" have been sold.

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Bundesministerium für Verkehr und digitale Infrastruktur

aufgrund eines Beschlusses des Deutschen Bundestages

DAL/JTE group introduces new management responsibilities

A re-organisation of the responsibilities of the management within Deutsche Afrika-Linien as of 1 July 2021 was announced by the Managing Owners Dr Eberhart von Rantzau and Mr Heinrich von Rantzau: "When we entrusted Mr Ken Soerensen with the task of Managing Director of Deutsche Afrika-Linien at the end of 2019, our Liner Services division was faced with the major challenge of becoming

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The Covid-19 pandemic has lost impact and government restrictions have been easing. This has allowed us to put into effect some of the corporate decisions that had to be postponed due to the pandemic and thus JTE was able to contractually affirm its order for 4 new 6,600 dwt chemical tankers at the Dingheng shipyard in China with the option of up to 4 additional tankers. The aim of this programme is to rejuvenate and modernise our fleet to meet the existing and future requirements of our customers and environmental protection. This newbuilding project will strengthen E&S Tankers' market leadership in the European chemical tanker trade.

Another future-oriented decision was made by restructuring the Executive Board of the DAL/ JTE group, effective as of 1 July 2021. Dr Michael Triskatis as Managing Director is responsible for Liner Services, Dry Cargo, Finance and Administration. As the new Director Liner Services, Ralf Stuewe is in charge of the liner shipping operations. Further members of the board are Jan Eghoej, MD JTE, Johan Isaksen, Director Ship Management, and Wilfried Fuhrmann, Deputy CFO. Dr Michael Triskatis was nominated Speaker of the Executive Board.

As Managing Owners my brother and I will increasingly focus on the fundamental decisions and the strategic alignment of our group of companies.

These changes will help to bring our company back on track to achieve sustainable profitability again. I thank all the colleagues for their commitment to the Performance Programme and I am sure that by taking this path we are heading to a successful future.

Yours Eberhart von Rantzau

Ship model tank testing to check if the design is living up to expectations

Director Ship Management Johan J. Isaksen on the further building proceedings of the new chemical tankers

By signing the newbuilding contract for four firm and four optional chemical tankers in China, the project enters a decisive phase, starting with hull optimisation. The aim is to find the best solution for the hull design to achieve optimal fuel economy while ensuring good seakeeping and manoeuvring capabilities. This phase will end in July 2021, after which the preparation for ship model tank testing in September can begin.

Johan Isaksen, Director Ship Management, who is responsible for the technical implementation of the project, says: "Ship model tank testing will enable us to check whether the calculated design is confirmed, in addition to exploring further measures that can improve the efficiency. Fuel efficiency is one of the key parameters for the construction, because it improves our competitiveness while also reducing our impact on the environment. Our aim is to improve the fuel efficiency by at least 25 to 30 per cent compared to the ships currently in service."

The International Maritime Organization (IMO) aims to cut total greenhouse gas emissions for the shipping industry by at least half by 2050 compared to

Johan J. Isaksen, Director Essberger Ship Management

2008. But in order to achieve this ambitious target, carbon intensity must improve by more than 75 per cent. By 2030, CO_2 emissions per transport work must be reduced by an average at least 40 per cent compared to 2008 across shipping.

There is no available fuel today that meets the future emission requirements. As we do not know what the future fuel will be, building vessels with this uncertainty requires flexibility in terms of future fuel scenarios. The ships are to be fitted with dual-fuel engines that can run on both marine gas oil (MGO) and liquefied nitrogen gas (LNG). Isaksen: "We have to be prepared for upcoming environmental regulations for these vessels as they are expected to trade for about 25 years." The dual-fuel engine does not only reflect a transition from conventional fuel oils, via LNG with lower carbon footprints, it also offers flexibility for greener fuels in the future.

The design of the engines, equipment and systems is being worked on in parallel and will take about a year. If everything runs on schedule, steel cutting will begin in February 2022. In August of the same year, the keel laying of the first vessel will follow, and delivery of this vessel is expected in April 2023.

First chemical tankers from China

This is the first time that John T. Essberger is awarding contracts for such highly complex and high-quality ships as stainless-steel chemical tankers to a shipyard in China. The managerial board chose the Dingheng yard after a long selection process. "The fact that the yard already has experience in successfully building a number of stainless-steel tankers for European shipowners was an important prerequisite for us," says Johan Isaksen. "It's a relatively small yard with two dry docks and located on the Yangtse River, about a three-hour drive from Shanghai. Dingheng belongs to the China Merchant Group, a now multinational state-owned corporation who already started operations in 1872 as a Shanghai-based steamship company."

Dejan Golub, John T. Essberger's Newbuilding Manager, will have a strong team at Dingheng that will supervise the progress and ensure that the vessels are built according to our high-quality requirements and technical specification. Construction will be supervised locally by Link Marine, a company that has been cooperating with John T. Essberger for years. Link Marine has vast experience on similar newbuilding projects, also at Dingheng. In addition, we will appoint an owner representative who will be based at Dingheng shipyard and will actively participate in the construction of the vessels.

New management responsibilities

(continued from page 1)

profitable again after two loss-making years and of securing a partnership with Maersk. Since then, with the support of Mr Soerensen, we have succeeded in refocusing Liner Services on its strong core – the southern trade – and setting course for a profitable future. For this year we expect a slightly positive result and from today's perspective this positive trend will continue in 2022.

The task we had entrusted to Mr Soerensen has now been fulfilled and we are therefore seizing the moment to hand over responsibility to younger hands for the long term. We would like to thank Mr Soerensen for his commitment and the good cooperation.

With effect from 1 July 2021 we have entrusted Dr Michael Triskatis and Ralf Stuewe with the responsibility of Liner Services. Mr Stuewe has taken over the operational management of Liner Services and was appointed Director Liner Services and Deputy Managing Director of DAL. He reports to Dr Triskatis in his role as Managing Director of DAL who is ultimately responsible for Liner Services. Mr Stuewe has been recognised for many years as a highly qualified expert and as an outstanding leader in Liner Services. Over the past years we have steadily expanded his area of responsibility and have always held his expertise in high regard. Furthermore, Dr Triskatis was appointed Speaker of the Executive Board (Sprecher der Geschäftsführung). He is also directly responsible for the business units Liner Services, Dry Cargo and Finance and Administration. With these adjustments we are well prepared to ensure a sustainable profitable continuation of the group."

As of 1 July the Executive Board of the DAL/JTE group is structured as follows: Dr Michael Triskatis (Speaker of the Executive Board), Jan Eghoej (MD John T. Essberger, Deputy Speaker of the Executive Board), Johan Isaksen (Director Ship Management), Ralf Stuewe (Director Liner Services), Wilfried Fuhrmann (Deputy Chief Financial Officer) as well as the owners.

(see interview on page 8)

Names are news – positions and portraits of Deutsche Afrika-Linien's proven employees

Ralf Stuewe: new Director

As of 1 July 2021, Ralf Stuewe, previously Director Operations Liner Services at Deutsche Afrika-Linien, is no longer in charge of just the operational side but, as new Director Liner Services, he is responsible for all of DAL's liner services. He has thus taken over a substantial part of the tasks of his predecessor Ken Soerensen.

Ralf Stuewe has been working for Deutsche Afrika-Linien since 1995. He was born and grew up in the small seaport town of Barth on the Pomeranian Baltic coast and started his professional career in 1980 as a seaman at Deutsche Seereederei Rostock (DSR), the state-owned shipping company of the German Democratic Republic. During his time at sea, which he completed with a captain's licence of the nautical school Seefahrtschule Wustrow, he sailed on general cargo ships, ro-ro carriers and container ships, eventually as a first mate, and mainly around Africa. He then decided to stay ashore and to work at DSR as a stowage planner. He later joined Compagnie Maritime Belge (CMB) in Belgium, before starting at DAL in the same position. Initially he worked for DAL's Barbican Line, West Africa Line and the Islands of the Indian Ocean service, and then became an operations manager and hence responsible also for container management and inland transports.

"Together with my team, we are continuing Ken Soerensen's successful mission of increasing the profitability in the African service," says Ralf Stuewe. "We have to pay just as much attention to the service we provide to our customers as we do to costs. From my experience in operations for the 'DAL Kalahari', I am very familiar with the South African service. As soon as travelling becomes possible again, I intend to visit our agencies in Germany and abroad." He will keep his office on the third floor at the company's headquarters on Palmaille in order to be with his team.

Ralf Stuewe lives in the small town of Marschacht on the Upper Elbe, where he spends his free time riding his racing bicycle and playing football.

Dr Arif Reschke: Controlling

Since 1 January 2021, Deutsche Afrika-Linien's Controlling and Group Development department has been headed by Dr Arif Reschke and since 1 July also includes Liner Accounting. Dr Reschke is a qualified expert in finance, logistics and digitalisation and has plenty of experience in this field. Born in Saarbruecken, he moved to Berlin when he was 14, where he completed his school education and national service, and later gained a degree in Business and Engineering from the Technische Universität (TU) Berlin, which included a four-month internship at Daimler in Untertuerkheim. He wrote his PhD dissertation on production logistics, planning and controlling at the Hamburg University of Technology in Hamburg-Harburg and put his findings into practice at Trumpf AG.

He started his professional career in 2013 at shipowner Hamburg Süd. "I ultimately chose Hamburg Süd because back then they were still a family-owned company, and that was important to me," he says. "I soon became a member of a team working on a special project comparable to the 'Performance Programme' we are running here now. It aimed at optimising the cost structure with the operative value chain without cutting back on any administrative costs, i.e. without having to make any of the staff redundant."

His work at Hamburg Süd was severely impacted by the shipping crisis. He recalls: "Back home in the state of Saarland, I had experienced what it's like when an entire region loses its primary industry, in their case the coal and steel industry. Now in Hamburg, I experienced how badly shipping was doing. I realised that things could get tough."

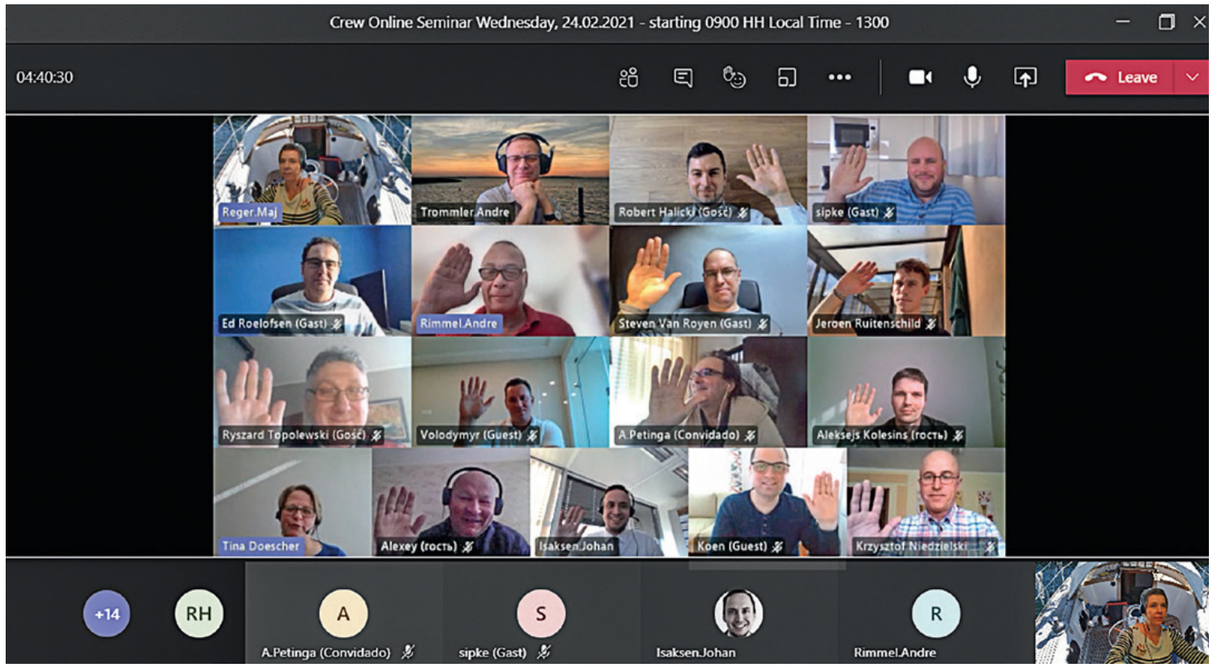
After Hamburg Süd was taken over by the Maersk Group, Dr Reschke was able to further expand his knowledge in logistics, data and finance in various managerial positions, including at Maersk's headquarters in Copenhagen. His former colleague Dr Triskatis introduced him to the DAL/JTE group, another family-run company. Dr Reschke is married and has two sons and is an outdoor enthusiast: hiking, cycling and fresh air is what keeps him fit.

Ernie Weiss: Operations

Since 1 March 2021, Ernie Weiss has been in charge of Liner Network Operations (Container Operations & Inland Transport). The job has a lot to do with containers but also with potential new operating ranges and cargo flows for the company's liner business. He has focused on this field of expertise since his time at university. He was born in Philadelphia with German-American roots, and studied Operational Research/Logistics at Pennsylvania State University. The logistics department of Hamburg Süd was in Philadelphia, and so it was no coincidence that Hamburg Süd became his employer. Thereafter, he left Philadelphia and worked as a vessel planner at their office in Morristown/New Jersey.

In 2006, his professional career took him to Hamburg Süd's company headquarters in Hamburg. At the same time, Weiss completed his Master of Business Administration (MBA) at the Hamburg University of Technology in Hamburg-Harburg and Kuehne Logistics University. He enjoyed living in Hamburg so much that he decided to stay for the next 15 years working in the Network department, even post-Maersk integration. When in early 2021 Deutsche Afrika-Linien were looking for someone whose profile matched precisely that of Ernie Weiss, he got a tip to apply from Ralf Stuewe – and started his new job just 10 days later. He is not the first employee at DAL from the pool of former Hamburg Süd staff. "We faithfully stick to our roots in Hamburg," says Ernie Weiss.

He obviously feels very much at home in Hamburg, especially when he's standing in his kitchen trying out new recipes (as long as they don't involve fish). Top of his to-do list is travelling. He has travelled many parts of the world but hasn't been to South Africa yet, so he's looking forward to making the trip as soon as the pandemic allows. He adds: "I'm really looking forward to the end of having to work from home so that I can finally meet my new colleagues at DAL in person."



Online-seminars vs regular meetings – it's the communication that counts

The Covid-19 pandemic has severely restricted interpersonal contact among the staff. Not only the employees working from home are affected but also the crews on board our ships. Even before the pandemic the Crewing department had made vast efforts to intensify the contact between the office and the ships: communication concerning technical matters, getting to know each other, trust-building between the ships' leadership teams, and more contact between the staff on board and ashore.

For years, the company has been hosting two seminars in Germany and two seminars in the Philippines each year to communicate contents and introduce updates. They have added to building trust within the ships' leadership teams and also with the staff on board and on land. The owners enjoyed having an opportunity to speak to the attendees in person at the evening dinner events.

For more than a year, this has no longer been possible. The Ship Management department had no other choice but to hold the seminars online. Although the direct contact aspect has been lost, they were able to raise and discuss various topics in team meetings.

So far in 2021, they have held three online seminars: in February and early April the focus was on the seafarers of the chemical tankers, in late May on the captains and officers of Essberger Dry Cargo. At the time of publishing another seminar is being planned for July.

Time difference is always a challenge

For Maj Reger of the SSHEQ department, who organises and moderates the online seminars, and also for all the other participants, this form of communication was totally new. Speaking about the experience she says: "The seminars had a time limit of three to six hours. For some seafarers, even the time difference was a considerable challenge. In the last seminar we had three participants from the Philippines, who are six hours ahead of us in Hamburg. Captain Enrique Lopez from the 'Johann Essberger' lives in Peru. For him, the seminar began at 3 a.m. local time, and I thank him in particular for participating attentively nonetheless.

All the seminars were successful even though they heavily depended on the willingness or the courage to communicate in such a way. One of the seminars was particularly lively with many discussions, whereas another was more like a webinar. However, such differences are not out of the ordinary when it comes to live seminars either. After all, the participants, including those from the office, come from up to seven different nations.

Our aim in each online seminar was to create an open, casual atmosphere in which everyone feels free to speak his or her mind, which was quite a challenge because also the heads of departments from Ship Management were technically and rhetorically unfamiliar with the situation. The online seminars are not meant to be a substitute for the regular meetings in Sudermühlen and Manila, and we will resume these as soon as possible. We all miss our conversations with the colleagues and the dinner event with the owners. However, we can imagine having additional online sessions for discussions about specific topics or as update meetings even after the pandemic restrictions have been lifted."

Maj Reger of the SSHEQ department organises the seminars and talks about her experiences

Ships in Hamburg and Cape Town

Spectacular: Deutsche Afrika-Linien flagship „DAL Kalahari" (6,600 TEU, length 305 m) at anchor in Table Bay, with Cape Town and the Table Mountain in the background. The vessel was put into service in early February 2021 and is one of seven similar sized ships employed in the South Africa Europe Container Service (SAECS) vessel sharing agreement. Photo courtesy of Mateusz Sierawski, C/O of "DAL Kalahari"

Efficient: John T Essberger chemical tankers "Patricia Essberger" (4,711 dwt) to the left and "Birthe Essberger" (6,203 dwt) to the right during one of the regular calls to the port of Hamburg. Essberger is currently operating 31 vessels within the E&S Tankers commercial joint venture with partner Stolt Tankers. The Baltic, the Mediterranean and north-western Europe are their main operational areas. Photo courtesy by OMU

Whereabouts

July 2021

Ship name	Master	First Mate	Chief Engineer
Agnes Essberger	Robert Waldon	Denis Vlasov	Piotr Popiel
Amalie Essberger	Piotr Bes	Daniel Kubacki	Adam Szwajka
Anneliese Essberger	Jan Van Der Form	Cornelis De Snaijer	Pieter Pasterkamp
Annette Essberger	Waldemar Literski	Wojciech Nowak	Volodymyr Yurkevych
Ardea	Jeroen De Koster	Krzysztof Maniecki	Johan De Jong
Birthe Essberger	Andrei Malenkov	Aleksejs Glinskis	Andrzej Szyca
Caroline Essberger	Gerardus Wijnands	Willem Schot	Teunis Oskam
Charlotte Essberger	Krzysztof Osuch	Ilja Baranovskis	Sergey Panishev
Christian Essberger	Robert Szmaj	Mateusz Borysewicz	Leonid Volkov
Dal Kalahari	Janusz Urbanski	Mateusz Sierawski	Gleb Kolechkin
Dutch Aquamarine	Adolph Kamphuis	Walter Bergsma	Jan Sonneveld
Dutch Emerald	Louis Kint	Onno Smit	Hendrik Van Schoonhoven
Dutch Spirit	Thierry Micha	Els Impens	Arnoldus Eland
Ellen Essberger	Adam Krzyzykowski	Radoslaw Ewertowski	Miroslaw Szylobryt
Elsa Essberger	Lukasz Antczak	Dariusz Podsiadly	Lukasz Zeromski
Georg Essberger	Jacek Borysiuk	Adrian Mariak	Valerii Mersiianov
Gisela Essberger	Dariusz Swierkosz	Rafal Garbacz	Marek Ptasznik
Helga Essberger	Arkadiusz Duczynski	Daniel Szarzynski	Olegs Cerepanovs
Johann Essberger	Enrique Lopez	Marcin Harasim	Oleg Byts
John Augustus Essberger	Jaroslaw Spors	Andrejs Krutikovs	Valeriy Bashkurov
Liesel Essberger	Antonio Petinga	Damian Rechnio	Piotr Kret
Lisa Essberger	Leonardus Kanters	Eriks Ciblis	Jelle Spoelstra
Maersk Launceston	Pavlo Klyuyev	Dmytro Stygar	Pavlo Polishchuk
Nordic Saga	Rogen Calledo	Miroslaw Majer	Fredrik Hollmén
Nordic Sira	Carlos Calderon Menendez	Marlon Bien Gonzaga	Zygmunt Dobrzyniewski
Nordic Sund	Leif Moller	Quirino II Agot	Timo Kustaa Lajunen
Patricia Essberger	Grzegorz Kakol	Szczepan Pachula	Zoran Zambata
Philipp Essberger	Mareks Satkovskis	Jakub Nadaj	Piotr Trusinski
Theodor Essberger	Ali Ayara	Blazej Czapiewski	Andrzej Sullik
Ubena	Cezary Trzeciakiewicz	Pawel Wodzislawski	Iurii Lokot
Ulanga	Ruslan Blazhyyevsky	Marek Kajdasz	Ilarion Sorin Chirtes
Ursula Essberger	Albert Ten Wolde	Marcus Klein	Stefan Kluijfhout
Wilhelmine Essberger	Nicolaas Van Den Belt	Jeroen Ruitenschild	Niels Zeinstra

Aus der Reederei-Familie

Jubiläen

40 Jahre

Ronald Willem De Bruin, *C/E*, 16.07.1981

25 Jahre

Jose Daniel Fernandez Castelo, *AB*, 17.05.1996

Donato Plata Soriano, *CCK*, 17.05.1996

Arnold Villegas Gueco, *AB*, 29.05.1996

Norlito Hortaleza Estepa, *AB*, 23.06.1996

Ruben Arenas Fernandez, *3/E*, 25.06.1996

Daniel Saddi Paule, *AB*, 28.07.1996

10 Jahre

Julia Piirala, *Facility Management*, 01.05.2011

Nicole Hildebrand, *E&S Tankers*, 22.06.2011

Besondere Geburtstage

90 Jahre

Kurt Orlitsch, *Pensionär*, 29.05.1931

80 Jahre

Horst Ramm, *Pensionär*, 25.06.1941

75 Jahre

Gert Franke, *Pensionär*, 16.06.1946

70 Jahre

Hans-Joachim Schmidtner, *Pensionär*, 01.06.1951

65 Jahre

Bernd Durin, *Pensionär*, 09.05.1956

Capt. Stefan Grabowski, 25.05.1956

Jan Michalak, *PMP*, 31.05.1956

Hartmut Lühr, *Pensionär*, 01.06.1956

Franciszek Bialk, *PMP*, 02.06.1956

Marek Ptasznik, *C/E*, 08.06.1956

60 Jahre

Ramona Lüpkes, *Liner Agency Bremen*, 12.06.1961

Miroslaw Czaja, *2/E*, 24.07.1961

50 Jahre

Tomasz Kaczmarek, *2/E*, 06.07.1971

Lennart van der Net, *Ship Management*, 16.07.1971

Neue Mitarbeiter an Land

Hauke Hastedt, *E&S Tankers*

Michael Lohle, *Facility Management*

Ole Ollmann, *E&S Tankers*

Siddharth Pradhan, *Ship Management*

Nick Schröder, *Controlling*

Andre Soltau, *E&S Tankers*

Ausgelernte Auszubildende an Land

Helen Heindorf, DAL, Übernahme *Ship Management*

Leonie Pries, *JTE*, Übernahmen *E&S Tankers*

Tiberius Schütze, *JTE*

Wir gratulieren zur Geburt eines Kindes

Petra Hassan, Tochter Shaima Leyla, Juni 2021

Geheiratet hat

Julian Fischer, 25.06.2021

In den Ruhestand traten

Georg Fröhlich, 31.03.2021

Michael Davies, 30.06.2021

A gentleman and his team. Bottom row from left: Ralf Stuewe, Suzi Steinke, Lara Kaesemann, Michael Davies, Dr Michael Triskatis, Torsten Gloeckner; 2nd row: Inga Ellerbrock, Silke Pauly, Felix Lenne, Thomas Tausendfreund; 3rd row: Marvin Giordan, Lars Witte, Eva Vaya, Claudia Klein; 4th row: Marc Streuer, Andreas Bachler, Vivien Unland, Frederike Luehr and David Wulff

"It has been a fantastic journey rich with exciting experiences"

After 42 years of faithful service to Deutsche Afrika-Linien Director Michael Davies retires

On 30 June, after more than 46 years working in the liner shipping industry, thereof over 42 years for Deutsche Afrika-Linien, Michael Davies retired.

As head of the Liner Services department Michael Davies' name is linked so closely to the recent history of DAL that it makes hardly any sense to praise once more his qualities and commitment to the company. So we decided to quote from a personal letter he wrote to his colleagues and business partners.

"During the last four decades I have experienced some very far-reaching changes in liner shipping and how we do business. It has been a fantastic journey with very rich experiences and exciting challenges. After having dedicated most of my working life to DAL I have mixed feelings that this part of my life has now come to an end. I already miss the positive experiences and enjoyment which comes from interacting and working so closely together with customers, agents/partners and colleagues.

> "Together we have strengthened our position"

Together we have achieved so much despite all the challenges that DAL has as a small regional container carrier competing with the megacarriers and their worldwide networks.

During the last 14 years we have strengthened our position in the South African trade and very successfully re-established our footprint in the South African market with our agency setup there.

Furthermore, during this time, we have built up and strengthened the reputation of DAL as a customer-orientated carrier, striving at all times to meet our customers' requirements and provide reliable and qualitative service levels, as a recognised and respected alternative to the megacarriers.

The last 15 months have been very challenging for us all. The global pandemic has changed our lives and we have had to adapt quickly to developments which have come quicker than expected before the pandemic. Fortunately, we have together mastered the restrictions and changed circumstances. However, the restrictions on travel unfortunately meant that it has not been possible for me to travel and visit many of you as in the past. Even now, despite the positive trends in some countries and a lifting of restrictions, it was not possible for me to personally visit many of you to say goodbye.

I would like to express to you all my most sincere thanks and appreciation for the excellent cooperation during the time we worked together and I wish you all the very best and lots of success in the future.

As of 1 July my colleague Ralf Stuewe has taken responsibilities for the Trades department. I have worked closely with Ralf for many years and I am convinced that with the support of the whole DAL Liner Services team he will be successful in his new position. Please continue to work closely and support him and 'my' Trades team colleagues as you have done in the past.

I am convinced that DAL will continue to flourish and be successful."

For more information on the **DAL/JTE group** please contact Svante Domizlaff, tel: +49 40 38016-611, email: svante.domizlaff@rantzau.de or the German head office
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DAL Agency Durban, Sharaf House, 1st Floor La Lucia Ridge Office Estate, Umhlanga/Durban 4051, RSA, tel: +27 31 5829400, fax: +27 31 5829401 or
Essberger & Stolt Tankers Palmaille 45, 22767 Hamburg, tel: +49 40 38016-0, email: chartering@es-tankers.com

"We are aiming to ensure a sustainably profitable future"

Dr Michael Triskatis, new Speaker of the Executive Board, on the challenges for the Deutsche Afrika-Linien/ John T. Essberger group in an interview with DAL/JTE NEWS

Dr Michael Triskatis has been promoted "Speaker of the Executive Board" (Sprecher der Geschäftsleitung) of the Deutsche Afrika-Linien/John T. Essberger group of companies as of 1 July 2021. DAL/ JTE news talked to Dr Triskatis about his new tasks and further plans within the group.

DAL/JTE NEWS: Dr Triskatis, what does "Speaker of the Executive Board" mean?

TRISKATIS: As you are aware, we have three different business divisions – Chemical Tankers, Liner Services and Dry Cargo, the latter currently operating our small fleet of container vessels. While we have good and very skilled managers in the different divisions, it is my responsibility to provide strategic guidance, coordinate between the different needs of the divisions and make sure that our group of companies as a whole is and remains profitable in the long term.

As a direct consequence, I will be much more involved with many of you, a fact that I am personally very much looking forward to.

DAL/JTE NEWS: As of 1 July 2021, Liner Services will be newly added to your range of responsibilities. What was the reason for this change?

TRISKATIS: In the last few months, we made many changes within the group that aim at ensuring a sustainably profitable future for all our divisions. We can now see that these measures paid off, because by restructuring we have achieved an even bigger step forward. I am especially pleased that with Ralf Stuewe we were able to entrust one of our own highly experienced managers with the expanded responsibility of leading the commercial and operative side of our liner division. He can build on the solid base established by Ken Soerensen in Liner Services.

DAL/JTE NEWS: How has the market changed since the start of the Covid-19 pandemic, and what do you expect the short- and medium-term future will bring?

Dr Michael Triskatis: responsible for providing strategic guidance

TRISKATIS: At first, we experienced and are still experiencing delays and disruptions across all of the processes in the shipping industry. Here at the company, our staff were able to gain an advantage over our competitors by drawing on their strengths in personal customer care. As a result of the advanced consolidation in the container liner business, I assume that shipowners will continue to be able to work profitably in the coming years. In the medium term, the charter rates will also return to normal levels.

DAL/JTE NEWS: All the staff are wondering how much longer they will have to work from home and when they will have a chance to visit customers and go on business trips again. Will things go back to normal at some point?

TRISKATIS: I very much doubt that everything will be exactly the same as in the past. I'm sure we will be able to travel again but not as much as before. Personal contact is still important, but in many – albeit not in all – cases, video conferences suffice. Once optimally implemented, increasing digitalisation will help us to combine close customer contact with flexibility in our work.

DAL/JTE NEWS: Are there areas in which our customers' expectations of our services will continue to evolve?

TRISKATIS: Good service and reliable transportation are more important than ever during the pandemic. I'm sure that customer expectations with regard to digital services – be it online bookings, online tracking or additional self-service options – will increase.

DAL/JTE NEWS: Digitalisation already plays a substantial role in shipping. How far has our group of companies progressed? Are there any hitches that still need to be tackled?

TRISKATIS: Our staff is aware of the importance of digitalisation. Digitalisation is a vital building block for our future. Strengthening this key area was necessary, which is why we expanded our IT department in terms of personnel. And with Dr Andreas Freier in charge of IT organisation and digitalisation we have a qualified expert at the helm. The ICOS system, our transportation and logistics platform, will help us make further advancements. However, we still have a long way to go.

Besides digitalisation, the topic of sustainability is gaining in importance. Our customers expressly demand that we take related measures to achieve this. In the Chemical Tankers division, we have begun a project to integrate sustainability in our strategy, which we will successively expand across all of our other divisions.

Digitalisation is a vital building block for our future

DAL/JTE NEWS: The Covid-19 pandemic was and is a challenge not only for the company but for each and every one of us. But has it not also encouraged us, or rather forced us, to take radical measures to safeguard our future? Has this frightening experience not also reinvigorated us, so to speak?

TRISKATIS: I couldn't agree more. In 2020 we had to deal with a bitter loss but now we're well prepared for the future. I thank all of the colleagues who have made this possible. I look forward to successfully working together with them even more closely.